



Position Description

Key Details

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| Position Title | Revenue & Development Manger |
| Position Type | Fulltime |
| Location | Level 8/ 50 Clarence St, Sydney NSW 2000 |
| Reports to | Brand, Impact & Revenue Director |

Main Duties/ Responsibilities

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| Drive new and existing revenue: | <ul style="list-style-type: none">• Identify, nurture and deliver philanthropic giving from partnerships with corporates, foundations and major donors.• Increase the awareness of and revenue from the existing bequest program by developing the relevant networks.• Research and identify new and targeted grant opportunities.• Continuously present partners with new and innovative revenue generating and impact ideas.• Create the collateral material to demonstrate to partners their potential impact on FNPW's long term goals.• Engage with FNPW's Board, CEO and Executive Team to assist in the advancement of partnerships.• Research and identify corporate prospects and foundations to understand their needs (eg CSR or environmental needs) and prioritise contacts and introductions• Develop the collateral required that demonstrates the impact a partnership may have with corporates and/or foundations on FNPW's long term strategic goals• Engage the right personnel internally (Board, CEO or Executive Team) to assist in the advancement of such a partnership |
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| Grow existing revenue: | <ul style="list-style-type: none">• Keep on top of current partners' needs and continuously present new and innovative revenue generating or impact creating ideas• Ensure the right personnel internally (Board, CEO or Executive Team) are engaged with the partner that fosters a long-term relationship with the partner• Attend relevant meetings, events, corporate giving days and AGM's, updating the CEO and Executive Team on the partnership's delivery of purpose and profit• Ensure the partnership supports and contributes to FNPW's key fundraising appeals in a meaningful and profitable way• Develop and implement a reporting mechanism that demonstrates impact and provides regular updates to both the partner and FNPW |
| Nurture the partnership: | <ul style="list-style-type: none">• Attend partners' meetings, events, corporate giving days and AGMs to monitor their delivery of purpose and profit and develop relationships.• Identify, trial and implement brand, marketing and impact opportunities that both the partners and FNPW can leverage profitably.• Ensure the partners support and contribute to FNPW's key fundraising appeals in a meaningful and profitable way.• Manage the partners to meet the strategic priorities of FNPW and deliver mutually beneficial results.• Develop and implement a reporting mechanism to demonstrate impact and provide regular updates.• Ensure all joint campaigns adhere to FNPW brand guidelines.• Monitor the for-purpose sector trends and competitor activity. |
| Provide commercial management: | <ul style="list-style-type: none">• Develop and implement contractual obligations that support the stated goals of the partner and FNPW.• Maintain a partnership register and calendar to ensure reporting and renewal dates are met.• Work with the Executive Team to ensure revenue and cost budgets are maximised to deliver profitable revenue and partnership value.• Monitor and report on progress and provide recommendations for further improvements.• Prepare an annual analysis of the partnerships benchmarked against sector standards. |



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| Collaborate: | <ul style="list-style-type: none">• Operate an effective engagement model with all key internal stakeholders and external partners that is beneficial to all parties.• Ensure all key stakeholders have visibility of the partners' performance and deliverables against FNPW objectives.• Manage relationships professionally from contract negotiations through to delivery of purpose.• Work with the internal teams to ensure the partnerships deliver against FNPW's goals.• Ensure an effective engagement model with all key internal stakeholders and external partners that benefits the relationship for both partner and FNPW |
| Contribute to a positive team culture: | <ul style="list-style-type: none">• Behave internally and externally in a manner that is professional, ethical and consistent with FNPW's values, policies and procedures.• Work within the context of FNPW's priorities as expressed in the strategic, business and marketing plans.• Champion and promote FNPW's role and purpose to conserve Australia's unique natural and cultural heritage. |

Skills & Experience

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| Qualifications: | <ul style="list-style-type: none">• Tertiary qualifications in business, marketing or a related discipline.• Diploma/certificate in fundraising and/or corporate giving.• Tertiary qualifications in marketing or a related discipline |
| Experience: | <ul style="list-style-type: none">• Minimum 5 years' experience of developing revenue from corporates, foundations, and major donors.• Previous experience of fundraising in the for-purpose sector dealing with multiple stakeholders.• A current network with corporates, foundations, governments, and major donors.• Ability to develop and implement revenue strategies and operational plans autonomously.• Track record as a proven fundraiser who has initiated and grown significant partnerships is desirable. |



Foundation for National Parks & Wildlife

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| Skills & knowledge: | <ul style="list-style-type: none">• Strong relationship management skills dealing with multiple stakeholders.• A creative and innovative problem solver with a high level of analytical skills.• Highly developed business management skills.• Outstanding presentation and persuasive skills - written and verbal. |
| Personal attributes: | <ul style="list-style-type: none">• An individual with an outgoing and optimistic attitude, who can work with and contribute to a small team.• Confidence to present and ask for the deal at senior levels in the corporate world.• Great team member and communicator.• Ability to contribute to a small team and work effectively and autonomously in a low resource office environment. |
| Salary: | <ul style="list-style-type: none">• TBD |